

## DATA BASE OF ELECTIVE COURSES

Integrative Electives		Business Analytics and Information Technology	
MGMT 6011	Strategy Implementation and Control (3)	BAIT 6011	Data Mining for Business Analytics (3) **
MGMT 6021	International Business (3)	BAIT 6021	Predictive Modeling (3) **
MGMT 6031	Managing Change and Innovation (3)	BAIT 6031	Text Analytics (3) **
MGMT 6041	Business Intelligence Using SAS (3)	BAIT 6041	Web Analytics (1.5)
MGMT 6051	New Venture Simulation (3)	BAIT 6051	Special Project in Business Analytics (3)
MGMT 6012	Business Negotiation (3)	BAIT 6012	Business Simulation (3) **
MGMT 6022	Managing Strategic Networks (3)	BAIT 6022	Advanced Modeling Techniques (3) **
MGMT 6032	Entrepreneurship Development (3)	BAIT 6032	Marketing Analytics (3)
MGMT 6042	Public Policy & Management (3)	BAIT 6042	Risk Analytics (3)
		BAIT 6052	HR Analytics (3)
		BAIT 6062	Supply Chain Analytics (1.5)
		BAIT 6072	Data Science using 'R' (1.5)
		BAIT 6082	Data Visualization (1.5)
		BAIT 6092	Special Project in Business Analytics (3)
Human Resource Management		Marketing	
HRMT 6011	Talent Planning & Acquisition (3) **	MKTG 6011	Services Marketing (3) **
HRMT 6021	Compensation, Benefits and Performance Management (3) **	MKTG 6021	Consumer Behavior (3) **
HRMT 6031	Employee Relations and Labor Laws (3) **	MKTG 6031	Brand Management (3) **
HRMT 6041	Managing Competencies & Careers (3)	MKTG 6041	Customer Insights through Marketing Research (3)
HRMT 6051	Strategic HRM (3)	MKTG 6051	Customer Experience Management (3)
HRMT 6061	Special Project in Human Resource Management (3)	MKTG 6061	Retail Management (3)
HRMT 6012	Employee Engagement & Organizational Development (3) **	MKTG 6071	Product Management (3)
HRMT 6022	Learning and Development (3) **	MKTG 6081	Social Media Marketing (1.5)
HRMT 6032	International HRM (3)	MKTG 6091	Media Management (1.5)
HRMT 6042	Managing Work Place Risk (1.5)	MKTG 6101	Special Project in Marketing (3)
HRMT 6052	HR Audit and Compliances (1.5)	MKTG 6012	International Marketing (3) **
HRMT 6062	Special Project in Human Resource Management (3)	MKTG 6022	E-Commerce and Digital Marketing (3) **
		MKTG 6032	Integrated Marketing Communication (3)
		MKTG 6042	Sales & Distribution Management (3)
		MKTG 6052	Business to Business Marketing (3)
		MKTG 6062	Strategic Marketing Management (3)

		MKTG 6072	Rural Marketing (1.5)
		MKTG 6082	Competitive Advantage through Social Initiative (1.5)
		MKTG 6092	Marketing Metrics (1.5)
		MKTG 6102	Special Project in Marketing (3)
<b>Finance &amp; Accounting</b>		<b>Operations Management</b>	
FINM 6011	Financial Risk Management (3) **	OPER 6011	Service Operations Management (3) **
FINM 6021	Investment Analysis & Portfolio Management (3) **	OPER 6021	Project Management (3) **
FINM 6031	Financial Statement Analysis (3) **	OPER 6031	Supply Chain & Logistics Management (3) **
FINM 6041	Banking and Financial Services (3)	OPER 6041	Operations Strategy-Managing Growth (3)
FINM 6051	Business Taxation (1.5)	OPER 6051	New Product Development (1.5)
FINM 6061	Insurance (3)	OPER 6061	Business Process Management (3)
FINM 6071	Wealth Management (3)	OPER 6071	Special Project in Operations (3)
FINM 6081	Special Project in Finance (3)	OPER 6012	Total Quality Management (3) **
FINM 6012	International Finance (3) **	OPER 6022	International Logistics & Supply Chain Management (3) **
FINM 6022	Project Finance (3) **	OPER 6032	Supplier Relationship Management (3)
FINM 6032	Investment Banking (3)	OPER 6042	Optimization Techniques (1.5)
FINM 6042	Fixed Income Securities (3)	OPER 6052	Retail Supply Chain Management (1.5)
FINM 6052	Quantitative Asset Management (1.5)	OPER 6062	Technology Management (1.5)
FINM 6062	Technical Analysis (1.5)	OPER 6072	Production Planning with ERP (1.5)
FINM 6072	Risk Management in Banks (3)	OPER 6082	Materials Management with ERP (1.5)
FINM 6082	Real Estate Financing & Investment (1.5)	OPER 6092	Sales and Distribution with ERP (1.5)
FINM 6092	Strategic Financial Management (3)	OPER 6102	Special Project in Operations (3)
FINM 6102	Special Project in Finance (3)		
FINM 6112	Credit Management (3)		

\*\* Core Electives